

Message Text

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PAGE 01 LAGOS 07893 160851Z
ACTION AF-10

INFO OCT-01 EB-07 ISO-00 /018 W
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FM AMEMBASSY LAGOS
TO USDOC WASHDC
INFO SECSTATE WASHDC 2290

UNCLAS LAGOS 07893

E.O. 11652: N/A
TAGS: BEXP, NI
SUBJECT: COMMERCIAL INQUIRY RE STEEL SCRAP PROCESSING PLANTS

1. REPUTABLE NIGERIAN ATTORNEY HAS ASKED EMBASSY FOR ASSISTANCE IN CONTACTING U.S. FIRMS WHO SPECIALIZE IN PROCESSING OF IRON AND STEEL SCRAP. HE IS LOOKING FOR A FIRM WHICH CAN OFFER TECHNICAL ASSISTANCE ON COMMERCIAL TURNKEY BASIS FOR ENTIRE OPERATION, FROM INITIAL COLLECTION OF SCRAP FROM FACTORIES AND AUTO JUNKYARDS, THROUGH BREAKING AND SORTING TO FINAL CRUSHING INTO SOLID CUBES WHICH WOULD BE SUITABLE FOR SALE AS RAW MATERIAL TO STEEL PLANTS MANUFACTURING SUCH PRODUCTS AS REINFORCING BARS. HE HAS IN MIND OPERATIONS SUCH AS PRESSES IN U.S. WHICH CONVERT OLD CARS INTO TWO FOOT CUBES. ALTHOUGH THERE ARE ALREADY STEEL MILLS IN NIGERIA WHICH USE SCRAP TO TURN OUT REINFORCING BARS, SOURCE FEELS LARGE SCALE EFFICIENT COLLECTION AND INTERMEDIATE PROCESSING OF SCRAP OFFERS ATTRACTIVE AND AS YET UNTAPPED INVESTMENT OPPORTUNITY IN NIGERIA.

2. ACTION REQUESTED: EMBASSY WOULD APPRECIATE USDOC ASSISTANCE IN OBTAINING NAMES OF U.S. FIRMS WHO ARE INVOLVED IN THIS KIND OF BUSINESS AND WHO WOULD BE INTERESTED IN DISCUSSING CONCEPT OUTLINED ABOVE. NIGERIAN ATTORNEY TRAVELS FREQUENTLY TO U.S., EUROPE AND BRAZIL AND WOULD BE WILLING TO VISIT U.S. FIRM TO HOLD FURTHER TALKS.

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Message Attributes

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